

Soft Drinks in Portugal

November 2024

Table of Contents

Soft Drinks in Portugal

EXECUTIVE SUMMARY

Soft drinks in 2024: The big picture 2024 key trends Competitive landscape Retailing developments Foodservice vs retail split What next for soft drinks?

MARKET DATA

Table 1 - Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2019-2024 Table 2 - Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2019-2024 Table 3 - Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2019-2024 Table 4 - Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2019-2024 Table 5 - Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: Volume 2024 Table 6 - Off-trade vs On-trade Sales of Soft Drinks (as sold) by Category: % Volume 2024 Table 7 - Off-trade vs On-trade Sales of Soft Drinks by Category: Value 2024 Table 8 - Off-trade vs On-trade Sales of Soft Drinks by Category: % Value 2024 Table 9 - Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2019-2024 Table 10 - Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2019-2024 Table 11 - Off-trade Sales of Soft Drinks by Category: Value 2019-2024 Table 12 - Off-trade Sales of Soft Drinks by Category: % Value Growth 2019-2024 Table 13 - Sales of Soft Drinks by Total Fountain On-trade: Volume 2019-2024 Table 14 - Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2019-2024 Table 15 - NBO Company Shares of Total Soft Drinks (RTD): % Volume 2020-2024 Table 16 - LBN Brand Shares of Total Soft Drinks (RTD): % Volume 2021-2024 Table 17 - NBO Company Shares of On-trade Soft Drinks (RTD): % Volume 2020-2024 Table 18 - LBN Brand Shares of On-trade Soft Drinks (RTD): % Volume 2021-2024 Table 19 - NBO Company Shares of Off-trade Soft Drinks (RTD): % Volume 2020-2024 Table 20 - LBN Brand Shares of Off-trade Soft Drinks (RTD): % Volume 2021-2024 Table 21 - NBO Company Shares of Off-trade Soft Drinks: % Value 2020-2024 Table 22 - LBN Brand Shares of Off-trade Soft Drinks: % Value 2021-2024 Table 23 - Penetration of Private Label in Off-trade Soft Drinks (RTD) by Category: % Volume 2019-2024 Table 24 - Penetration of Private Label in Off-trade Soft Drinks by Category: % Value 2019-2024 Table 25 - Distribution of Off-trade Soft Drinks (as sold) by Format: % Volume 2019-2024 Table 26 - Distribution of Off-trade Soft Drinks (as sold) by Format and Category: % Volume 2024 Table 27 - Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: Volume 2024-2029 Table 28 - Forecast Off-trade vs On-trade Sales of Soft Drinks (RTD) by Channel: % Volume Growth 2024-2029 Table 29 - Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: Value 2024-2029 Table 30 - Forecast Off-trade vs On-trade Sales of Soft Drinks by Channel: % Value Growth 2024-2029 Table 31 - Forecast Off-trade Sales of Soft Drinks (RTD) by Category: Volume 2024-2029 Table 32 - Forecast Off-trade Sales of Soft Drinks (RTD) by Category: % Volume Growth 2024-2029 Table 33 - Forecast Off-trade Sales of Soft Drinks by Category: Value 2024-2029 Table 34 - Forecast Off-trade Sales of Soft Drinks by Category: % Value Growth 2024-2029 Table 35 - Forecast Sales of Soft Drinks by Total Fountain On-trade: Volume 2024-2029 Table 36 - Forecast Sales of Soft Drinks by Total Fountain On-trade: % Volume Growth 2024-2029

APPENDIX

Fountain sales in Portugal

DISCLAIMER

Summary 1 - Research Sources

Bottled Water in Portugal

KEY DATA FINDINGS

2024 DEVELOPMENTS

Bottled water benefits from its alignment with the rising health and wellness trend Private labels represent almost half of retail volume sales in bottled water Companies continue to focus on sustainability and innovation to grow

PROSPECTS AND OPPORTUNITIES

Prices will continue to rise despite the prospect of improved purchasing power Concern for health and wellbeing increases the consumption of flavoured bottled water Innovation and communication are fundamental for brands to differentiate

CATEGORY DATA

Table 37 - Off-trade Sales of Bottled Water by Category: Volume 2019-2024Table 38 - Off-trade Sales of Bottled Water by Category: Value 2019-2024Table 39 - Off-trade Sales of Bottled Water by Category: % Volume Growth 2019-2024Table 40 - Off-trade Sales of Bottled Water by Category: % Value Growth 2019-2024Table 41 - NBO Company Shares of Off-trade Bottled Water: % Volume 2020-2024Table 42 - LBN Brand Shares of Off-trade Bottled Water: % Volume 2021-2024Table 43 - NBO Company Shares of Off-trade Bottled Water: % Value 2020-2024Table 43 - NBO Company Shares of Off-trade Bottled Water: % Value 2020-2024Table 44 - LBN Brand Shares of Off-trade Bottled Water: % Value 2021-2024Table 45 - Forecast Off-trade Sales of Bottled Water by Category: Volume 2024-2029Table 46 - Forecast Off-trade Sales of Bottled Water by Category: Value 2024-2029Table 47 - Forecast Off-trade Sales of Bottled Water by Category: % Volume Growth 2024-2029Table 48 - Forecast Off-trade Sales of Bottled Water by Category: % Volume Growth 2024-2029

Carbonates in Portugal

KEY DATA FINDINGS

2024 DEVELOPMENTS

Carbonates showcase retail volume growth as purchasing power and tourism grows Concern about health creates ongoing challenges for soft drink players Positive uplift for both private labels and regular carbonate brands

PROSPECTS AND OPPORTUNITIES

Prices are set to rise, continuing to shape purchasing habits Innovation will be essential to drive growth among carbonates in Portugal Out-of-home consumption will continue to be positive across the coming years

CATEGORY DATA

Table 49 - Off-trade vs On-trade Sales of Carbonates: Volume 2019-2024Table 50 - Off-trade vs On-trade Sales of Carbonates: Value 2019-2024Table 51 - Off-trade vs On-trade Sales of Carbonates: % Volume Growth 2019-2024Table 52 - Off-trade vs On-trade Sales of Carbonates: % Value Growth 2019-2024Table 53 - Off-trade Sales of Carbonates by Category: Volume 2019-2024Table 54 - Off-trade Sales of Carbonates by Category: Value 2019-2024Table 55 - Off-trade Sales of Carbonates by Category: % Volume Growth 2019-2024Table 56 - Off-trade Sales of Carbonates by Category: % Value Growth 2019-2024Table 56 - Off-trade Sales of Carbonates by Category: % Value Growth 2019-2024Table 56 - Off-trade Sales of Carbonates by Category: % Value Growth 2019-2024

 Table 58 - Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2019-2024

- Table 59 NBO Company Shares of Off-trade Carbonates: % Volume 2020-2024
- Table 60 LBN Brand Shares of Off-trade Carbonates: % Volume 2021-2024
- Table 61 NBO Company Shares of Off-trade Carbonates: % Value 2020-2024
- Table 62 LBN Brand Shares of Off-trade Carbonates: % Value 2021-2024
- Table 63 Forecast Off-trade Sales of Carbonates by Category: Volume 2024-2029
- Table 64 Forecast Off-trade Sales of Carbonates by Category: Value 2024-2029
- Table 65 Forecast Off-trade Sales of Carbonates by Category: % Volume Growth 2024-2029
- Table 66 Forecast Off-trade Sales of Carbonates by Category: % Value Growth 2024-2029
- Table 67 Forecast Total Sales of Carbonates by Fountain On-trade: Volume 2024-2029
- Table 68 Forecast Total Sales of Carbonates by Fountain On-trade: % Volume Growth 2024-2029

Concentrates in Portugal

KEY DATA FINDINGS

2024 DEVELOPMENTS

Price increases and shifts in consumer behaviour lead retail volume sales to decline Rising prices and health concerns negatively impact sales of powder concentrates Low level of private label options as leading players maintain their share in 2024

PROSPECTS AND OPPORTUNITIES

Challenges to growth include rising health trends and demand for convenience Brands must adjust their portfolios to meet consumer needs and trends Sports concentrates focus on natural products with functional health benefits

CATEGORY DATA

Concentrates Conversions Summary 2 - Concentrates Conversion Factors for Ready-to-Drink (RTD) Format Table 69 - Off-trade Sales of Concentrates (RTD) by Category: Volume 2019-2024 Table 70 - Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2019-2024 Table 71 - Off-trade Sales of Concentrates by Category: Value 2019-2024 Table 72 - Off-trade Sales of Concentrates by Category: % Value Growth 2019-2024 Table 73 - LBN Brand Shares of Off-trade Concentrates (RTD): % Volume 2021-2024 Table 74 - NBO Company Shares of Off-trade Concentrates: % Value 2020-2024 Table 75 - LBN Brand Shares of Off-trade Concentrates: % Value 2021-2024 Table 76 - NBO Company Shares of Off-trade Liquid Concentrates (RTD): % Volume 2020-2024 Table 77 - LBN Brand Shares of Off-trade Liquid Concentrates (RTD): % Volume 2021-2024 Table 78 - NBO Company Shares of Off-trade Powder Concentrates (RTD): % Volume 2020-2024 Table 79 - LBN Brand Shares of Off-trade Powder Concentrates (RTD): % Volume 2021-2024 Table 80 - Forecast Off-trade Sales of Concentrates (RTD) by Category: Volume 2024-2029 Table 81 - Forecast Off-trade Sales of Concentrates (RTD) by Category: % Volume Growth 2024-2029 Table 82 - Forecast Off-trade Sales of Concentrates by Category: Value 2024-2029 Table 83 - Forecast Off-trade Sales of Concentrates by Category: % Value Growth 2024-2029

Juice in Portugal

KEY DATA FINDINGS

2024 DEVELOPMENTS

The health and wellness trend continues to drive growth on the juice landscape Innovation focuses on sustainability to align with consumers' rising demands Private label continues to gain share, offering affordable, quality goods

PROSPECTS AND OPPORTUNITIES

Innovations focus on sugar reduction and functional juices Greater competition for other soft drinks challenges juice sales Improvement in purchasing power leads private label share to stabilise

CATEGORY DATA

Table 84 - Off-trade Sales of Juice by Category: Volume 2019-2024Table 85 - Off-trade Sales of Juice by Category: Value 2019-2024Table 86 - Off-trade Sales of Juice by Category: % Volume Growth 2019-2024Table 87 - Off-trade Sales of Juice by Category: % Value Growth 2019-2024Table 88 - NBO Company Shares of Off-trade Juice: % Volume 2020-2024Table 89 - LBN Brand Shares of Off-trade Juice: % Volume 2021-2024Table 90 - NBO Company Shares of Off-trade Juice: % Value 2020-2024Table 91 - LBN Brand Shares of Off-trade Juice: % Value 2021-2024Table 92 - Forecast Off-trade Sales of Juice by Category: Volume 2024-2029Table 93 - Forecast Off-trade Sales of Juice by Category: Value 2024-2029Table 94 - Forecast Off-trade Sales of Juice by Category: % Volume Growth 2024-2029Table 95 - Forecast Off-trade Sales of Juice by Category: % Value Growth 2024-2029

RTD Coffee in Portugal

KEY DATA FINDINGS

2024 DEVELOPMENTS

Convenience and functional benefits drive growth for RTD coffee Private label continues to grow, being leaders in retail volume sales Innovation is high as brands look to gain ground against private label goods

PROSPECTS AND OPPORTUNITIES

High growth potential with opportunity for new product developments Convenience will drive sales throughout the forecast period Investing in communication to target Generation Z consumers

CATEGORY DATA

Table 96 - Off-trade Sales of RTD Coffee: Volume 2019-2024Table 97 - Off-trade Sales of RTD Coffee: Value 2019-2024Table 98 - Off-trade Sales of RTD Coffee: % Volume Growth 2019-2024Table 99 - Off-trade Sales of RTD Coffee: % Value Growth 2019-2024Table 100 - NBO Company Shares of Off-trade RTD Coffee: % Volume 2020-2024Table 101 - LBN Brand Shares of Off-trade RTD Coffee: % Volume 2020-2024Table 102 - NBO Company Shares of Off-trade RTD Coffee: % Value 2020-2024Table 103 - LBN Brand Shares of Off-trade RTD Coffee: % Value 2020-2024Table 104 - Forecast Off-trade Sales of RTD Coffee: Volume 2024-2029Table 105 - Forecast Off-trade Sales of RTD Coffee: % Volume 2024-2029Table 106 - Forecast Off-trade Sales of RTD Coffee: % Volume Growth 2024-2029Table 107 - Forecast Off-trade Sales of RTD Coffee: % Value Growth 2024-2029

RTD Tea in Portugal

KEY DATA FINDINGS

2024 DEVELOPMENTS

RTD tea sales are growing thanks to healthier versions with functional benefits Players launch Kombucha ranges to align with rising consumer trends Innovation is fundamental as players focus on flavour exploration

PROSPECTS AND OPPORTUNITIES

Private label continues to be strong on the RTD tea landscape The on-trade channel positively impacts total sales of RTD tea Innovation will focus on flavours and health benefits to drive growth

CATEGORY DATA

Table 108 - Off-trade Sales of RTD Tea by Category: Volume 2019-2024Table 109 - Off-trade Sales of RTD Tea by Category: Value 2019-2024Table 110 - Off-trade Sales of RTD Tea by Category: % Volume Growth 2019-2024Table 111 - Off-trade Sales of RTD Tea by Category: % Value Growth 2019-2024Table 112 - Leading Flavours for Off-trade RTD Tea: % Volume 2019-2024Table 113 - NBO Company Shares of Off-trade RTD Tea: % Volume 2020-2024Table 114 - LBN Brand Shares of Off-trade RTD Tea: % Volume 2021-2024Table 115 - NBO Company Shares of Off-trade RTD Tea: % Value 2020-2024Table 116 - LBN Brand Shares of Off-trade RTD Tea: % Value 2020-2024Table 117 - Forecast Off-trade Sales of RTD Tea by Category: Volume 2024-2029Table 118 - Forecast Off-trade Sales of RTD Tea by Category: Value 2024-2029Table 119 - Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth 2024-2029Table 119 - Forecast Off-trade Sales of RTD Tea by Category: % Volume Growth 2024-2029Table 119 - Forecast Off-trade Sales of RTD Tea by Category: % Value Growth 2024-2029Table 120 - Forecast Off-trade Sales of RTD Tea by Category: % Value Growth 2024-2029

Energy Drinks in Portugal

KEY DATA FINDINGS

2024 DEVELOPMENTS

New launches bolster on-trade and off-trade growth in energy drinks Private label grows as consumers look for affordable, quality energy drinks The landscape becomes increasingly competitive as affordable and functional options launch

PROSPECTS AND OPPORTUNITIES

Per capita consumption of energy drinks will continue to grow Innovation will focus on sugar-free options and interesting flavour combinations Players implement discounts and cost-saving strategies, driving unit prices down

CATEGORY DATA

Table 121 - Off-trade Sales of Energy Drinks: Volume 2019-2024Table 122 - Off-trade Sales of Energy Drinks: Value 2019-2024Table 123 - Off-trade Sales of Energy Drinks: % Volume Growth 2019-2024Table 124 - Off-trade Sales of Energy Drinks: % Value Growth 2019-2024Table 125 - NBO Company Shares of Off-trade Energy Drinks: % Volume 2020-2024Table 126 - LBN Brand Shares of Off-trade Energy Drinks: % Volume 2021-2024Table 127 - NBO Company Shares of Off-trade Energy Drinks: % Value 2020-2024Table 128 - LBN Brand Shares of Off-trade Energy Drinks: % Value 2020-2024Table 129 - Forecast Off-trade Sales of Energy Drinks: Volume 2024-2029Table 130 - Forecast Off-trade Sales of Energy Drinks: % Volume 2024-2029Table 131 - Forecast Off-trade Sales of Energy Drinks: % Volume Growth 2024-2029Table 132 - Forecast Off-trade Sales of Energy Drinks: % Volume Growth 2024-2029

Sports Drinks in Portugal

KEY DATA FINDINGS

2024 DEVELOPMENTS

Sports drinks grow as consumers become more informed about the product benefits Price stabilisation aids ongoing sales of sports drinks in 2024 Per capita consumption is low, with opportunity for new brands to enter

PROSPECTS AND OPPORTUNITIES

Ongoing growth in sports drinks as brands launch specialised products New brands and product innovations focus on low sugar and functional benefits Competition rises from functional drinks elsewhere on the soft drinks landscape

CATEGORY DATA

Table 133 - Off-trade Sales of Sports Drinks: Volume 2019-2024Table 134 - Off-trade Sales of Sports Drinks: Value 2019-2024Table 135 - Off-trade Sales of Sports Drinks: % Volume Growth 2019-2024Table 136 - Off-trade Sales of Sports Drinks: % Value Growth 2019-2024Table 137 - NBO Company Shares of Off-trade Sports Drinks: % Volume 2020-2024Table 138 - LBN Brand Shares of Off-trade Sports Drinks: % Volume 2021-2024Table 139 - NBO Company Shares of Off-trade Sports Drinks: % Value 2020-2024Table 140 - LBN Brand Shares of Off-trade Sports Drinks: % Value 2021-2024Table 141 - Forecast Off-trade Sales of Sports Drinks: Volume 2024-2029Table 142 - Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2024-2029Table 143 - Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2024-2029Table 144 - Forecast Off-trade Sales of Sports Drinks: % Volume Growth 2024-2029

About Euromonitor International

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- Strategy Briefings: Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- Company Profiles: Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- Country Reports: For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/soft-drinks-in-portugal/report.